





## **Doing Business with**

# U.S. Army TACOM Life Cycle Management Command

(TACOM LCMC)

## John Madden TACOM LCMC Office of Small Business Programs

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Committed to Excellence - Supporting America's Warfighters

## TACOM LCMC

### **Mission / Product Lines / Magnitude**

Develop, acquire, field, and sustain Soldier and ground systems for the Warfighter through the integration of effective and timely Acquisition, Logistics, and cutting-edge Technology

#### What we do (Core Competencies):

- Acquisition / Program Management
- Logistics, Industrial Operations, and Contracting
- Research, Development, and Life Cycle Engineering

#### The Magnitude:

- Over 150 Allied Countries Own TACOM Equipment
- Over 70% of the Military's Equipment and

#### The TACOM LCMC Product Lines:

- Combat Vehicles
  - Trailers
- Materiel Handling Equipment
- Fuel & Water Dist Equipment
- Chemical Defense Equipment
  - Howitzers
  - Commercial Vehicles
    - Tactical Vehicles
  - Construction Equipment
    - Tactical Bridges
  - Armored Security Vehicle
    - Route Clearing Vehicle

- Sets. Kits & Outfits
- Shop Equipment
- Large Caliber Guns
  - Watercraft
  - Mortars
- Aircraft Armaments
  - Rail
- Fuel & Lubricant Products
  - Rifles / Machine Guns
    - Soldier Equipment
  - Rapid Fielding Initiative
  - Mine Resistant Ambush













We support a diverse set of product lines through their life cycles, from combat and tactical vehicles, armaments, watercraft, fuel and water distribution equipment, to soldier, biological, and chemical equipment.





## Current Base Realignment and Closure (BRAC) Impact

Approximately 4200 items – Depot Level Repairables (DLR) – have been transferred from TACOM LCMC Warren to DLA Detachment Warren for contracting.

A DLR is an item purchased with the intent to overhaul and repair it over time.

The BRAC decision primarily applies to the procurement of new replacement DLRs.

At this time, the items are still listed on the TACOM LCMC Business Opportunities Webpage and bought through the same processes as before.

DLA procurements can be identified by their solicitation or contract numbers which will begin with the prefix **SPRDL1**. TACOM LCMC Warren solicitation and contract numbers will continue to have the prefix W56HZV.

The changes went into effect on 15 Feb 2009.

Small Business Specialist is Mr. Scott Rybicki, 574-753-2794

### **Locations and Major Partners**

## TACOM LCMC-Warren Warren, Michigan

- Combat Vehicles
   Fuel/Water Distribution Systems
   Tactical Bridging
- Tactical Vehicles
   Construction Equipment
- Watercraft and Rail
- Trailers
   Material Handling Equipment
- Future Combat Systems

#### Sierra Army Depot Herlong, California

Asset Storage (incl. Vehicles, Fuel/ Water Systems, Medical Supplies)

## TACOM LCMC's Annual Budget: Over \$30 B in FY08

## Watervliet Arsenal Watervliet, NY

**Large Caliber Cannon Production** 

## Command and Enterprise Partners (all based in Warren, Mich. except as noted)

- Acquisition Center
- ILSC Integrated Logistics Support Center
- PM Light Armored Vehicles
- PEO for Ground Combat Systems
- PEO for Combat Support and Combat Service Support
- PEO Soldier (Fort Belvoir, Virginia)
- TARDEC Tank Automotive Research, Development and Engineering Center
- ARDEC Armaments Research, Development and Engineering Center (Picatinny, NJ)
- NSRDEC Natick Soldier Research, Development and Engineering Center (Natick, Mass.)

## TACOM LCMC-Rock Island Rock Island, Illinois

- Artillery & Small Arms
- Combat Vehicle Armaments
  - Aircraft Armaments
  - Fire Control Systems
- Tools, Training & Testing Devices
  - Chemical Defense Equipment

## Rock Island Arsenal Rock Island, Illinois

Manufacture of Specialized Ordnance, Retrofit Items

#### Red River Army Depot Texarkana, Texas

- Munitions Storage
- Vehicle Overhaul
  - Tank Track & Roadwheels

#### Anniston Army Depot Anniston, Alabama

- Munitions Storage
- Vehicle Overhaul
- ChemicalDemilitarization



## TACOM-Warren Site Opportunity Links



## Open and On-the-Street Solicitations

Hardware Items

### **Major Systems**

Major Buys and Announcements of related events (e.g. Industry Days)

#### **Commercial Vehicles and Items**

Construction Equipment

### **Service Contracting**

Information Technology

Construction

Base Ops

Logistics

**Engineering/Technical Support** 

**PM Support** 

### **Research and Development**

R&D Buys

Information on Programs (e.g., SBIR)



## TACOM-Warren Site Opportunity Links



#### **Draft Solicitations**

Vendors comments help to refine

## Market Surveys & Sources-Sought Notices

Means for vendors to identify themselves as potential or alternate sources

### **Broad Agency Announcements**

Basic or applied R&D topics

#### **Future and Potential Buys**

Procurement Planning Lists, by NSN Material from most recent Advanced Planning Briefing for Industry (APBI)

#### **Awarded Contracts**

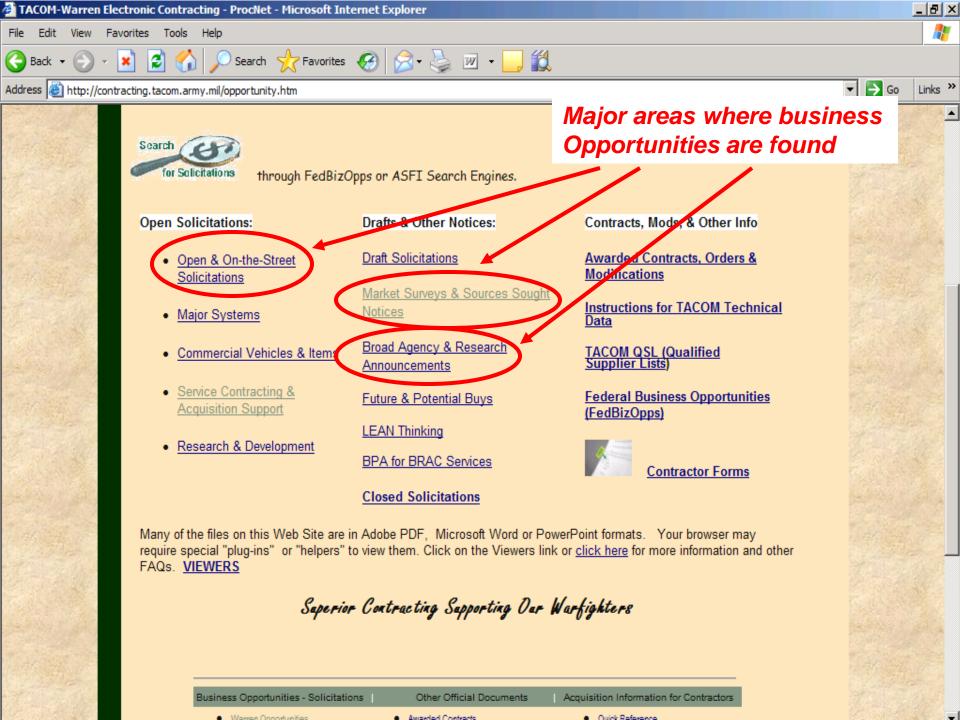
Means for vendors to target primes that may need subcontractors

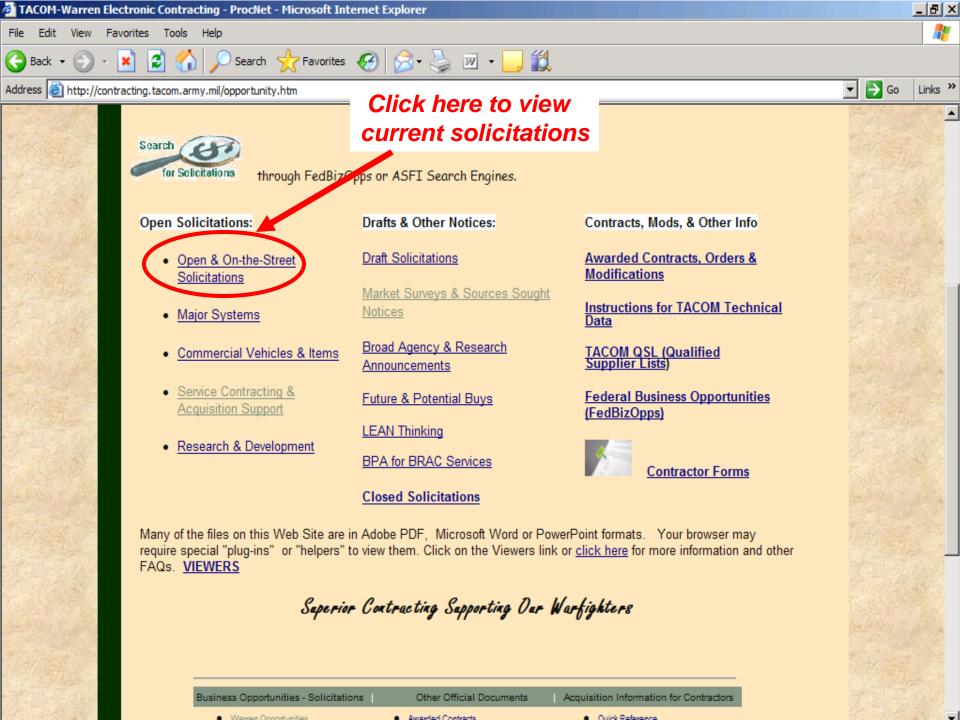
#### Small Business Office

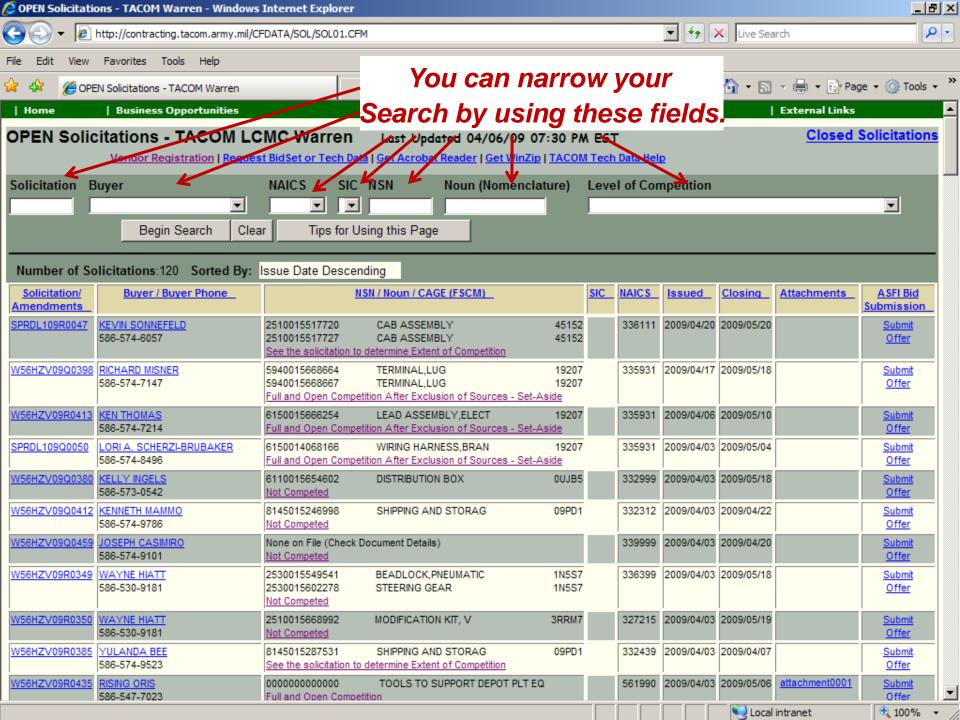
Prime Contractor Lists

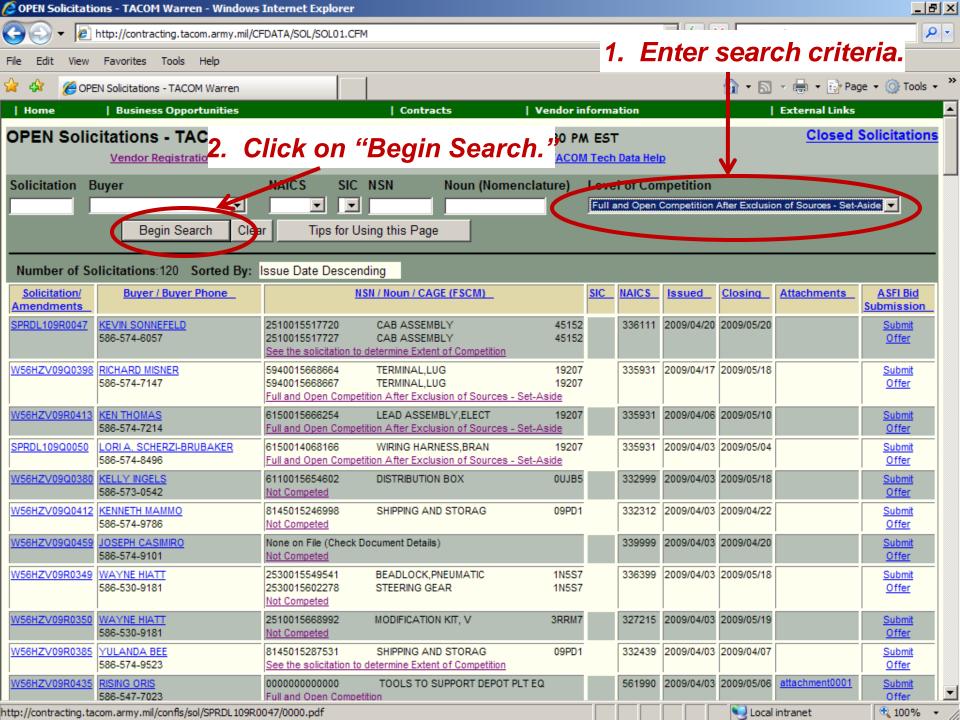


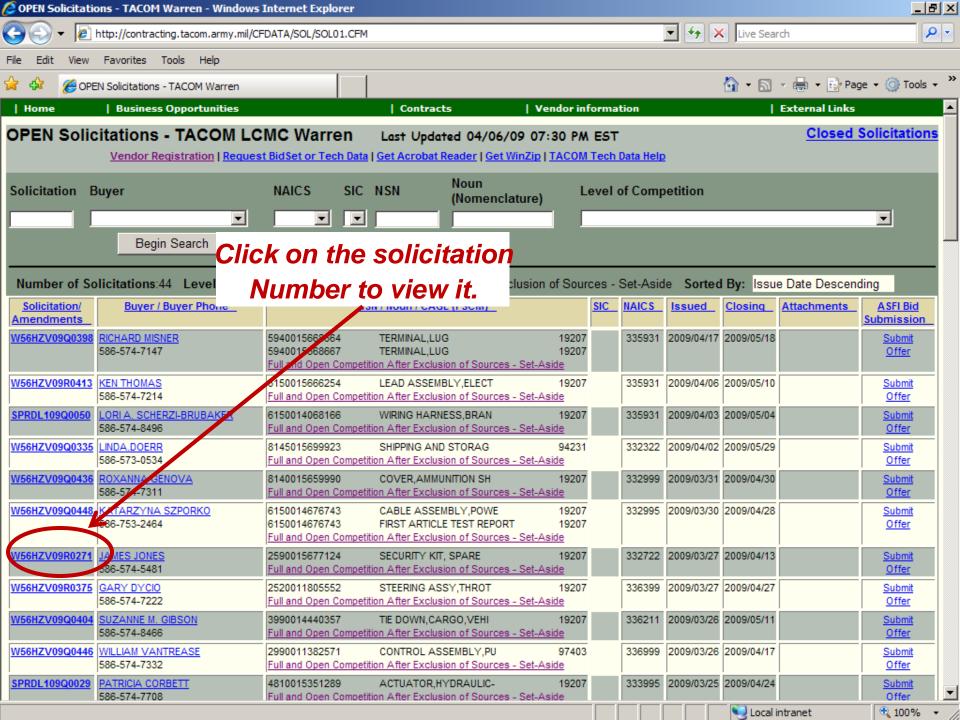


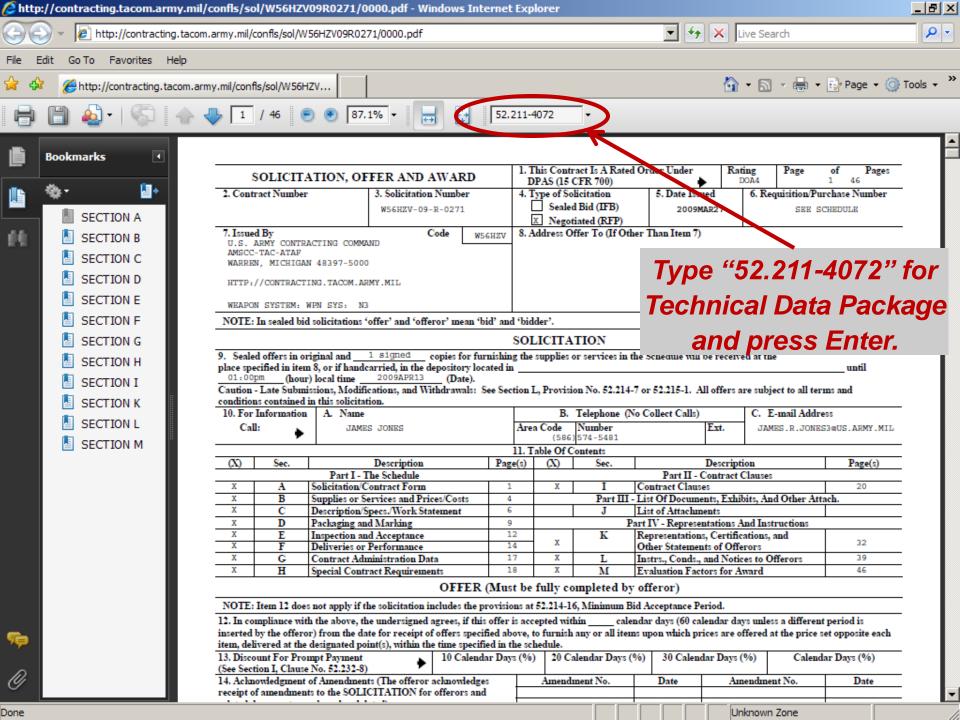


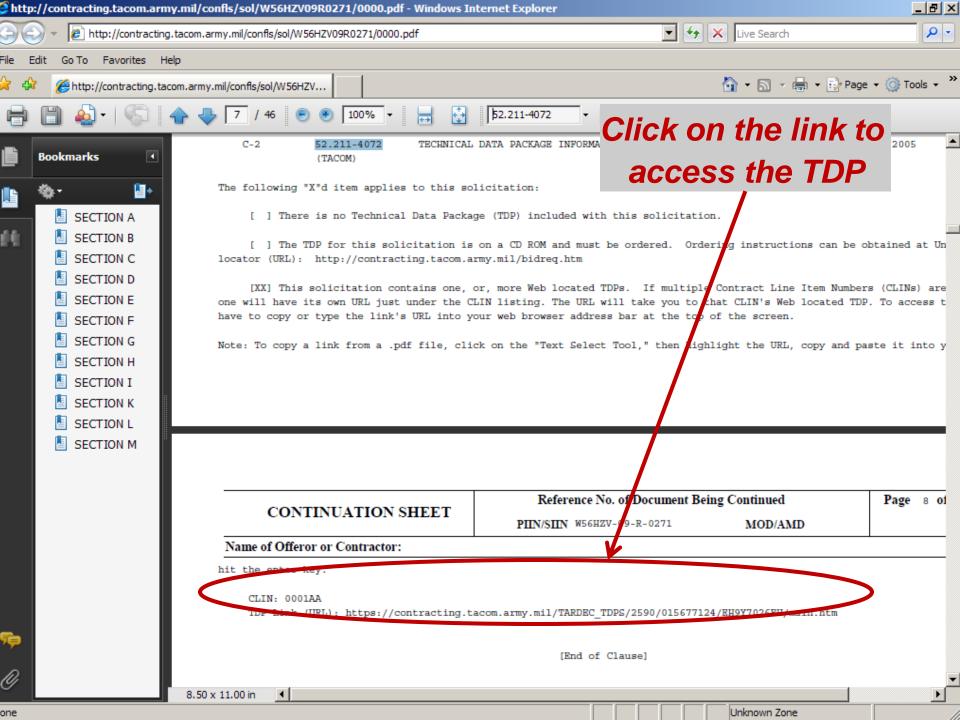


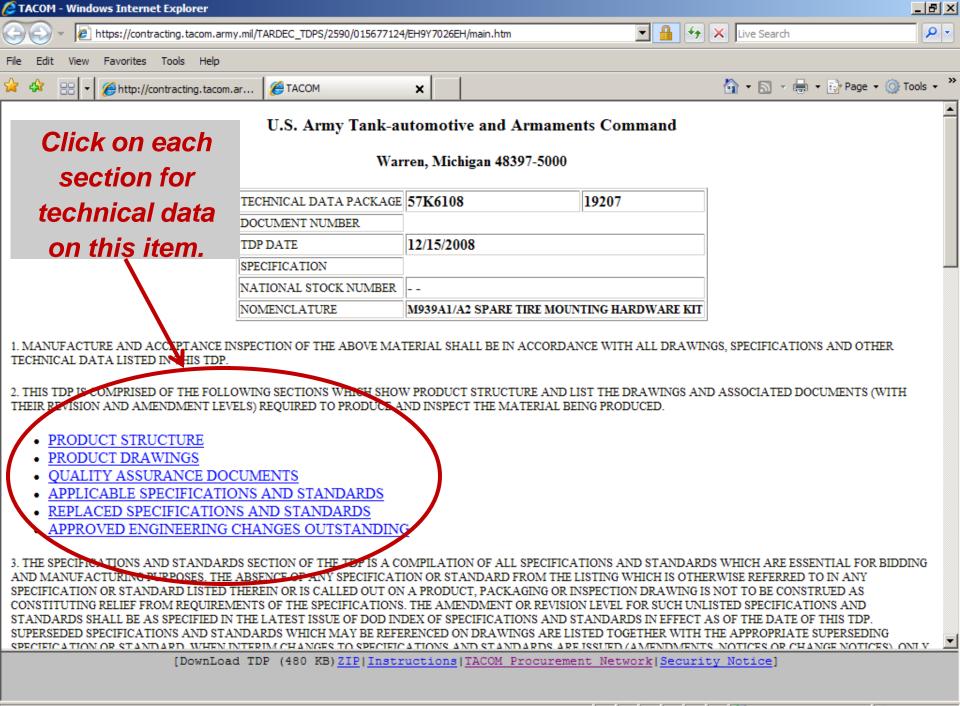








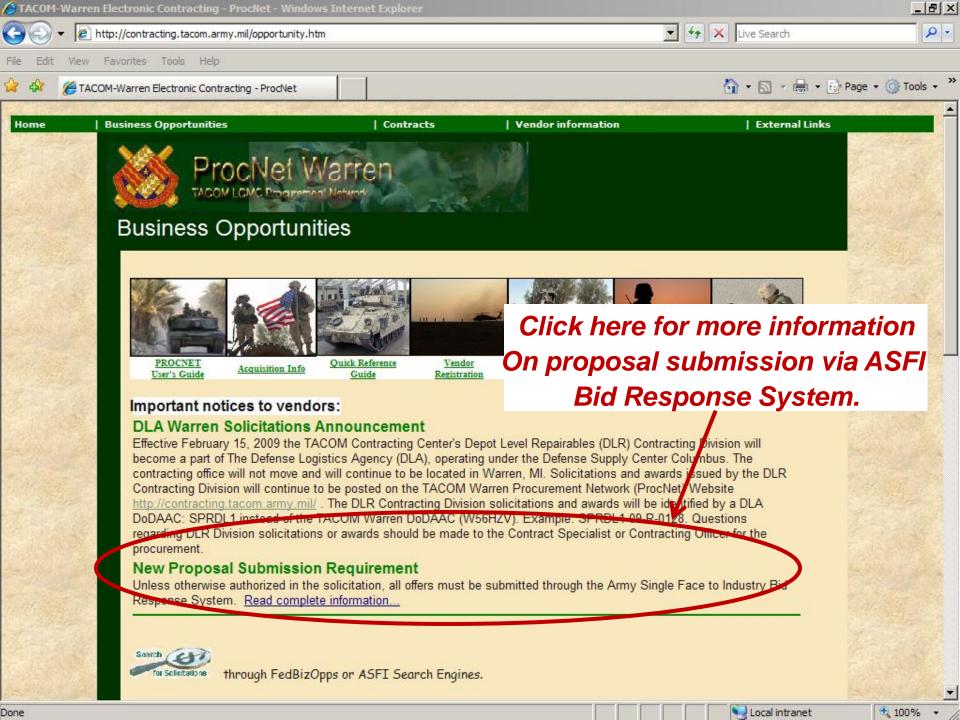


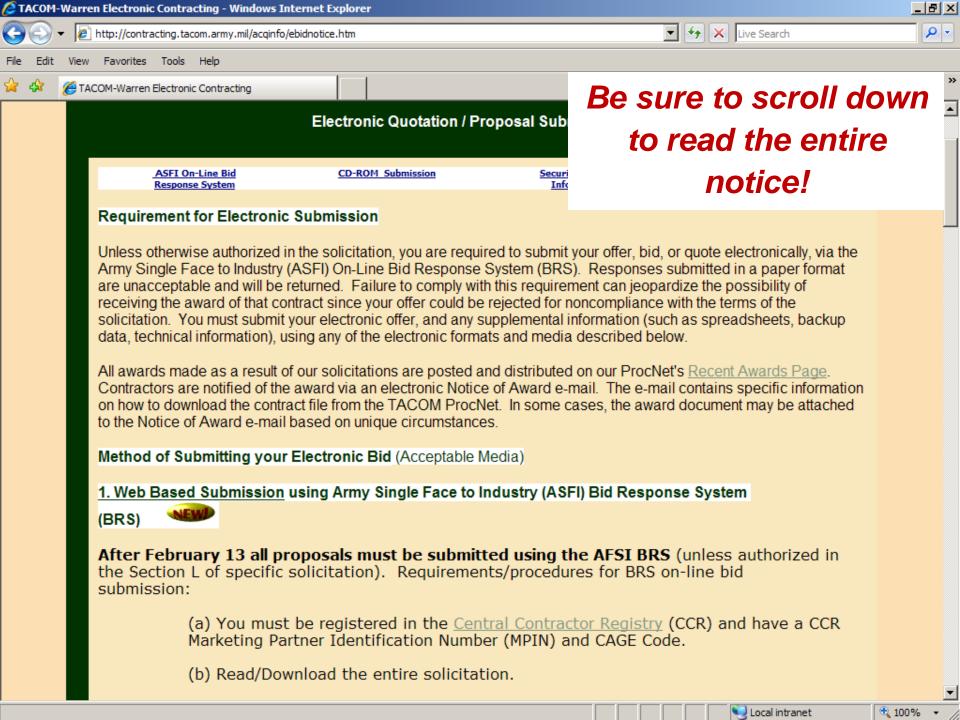


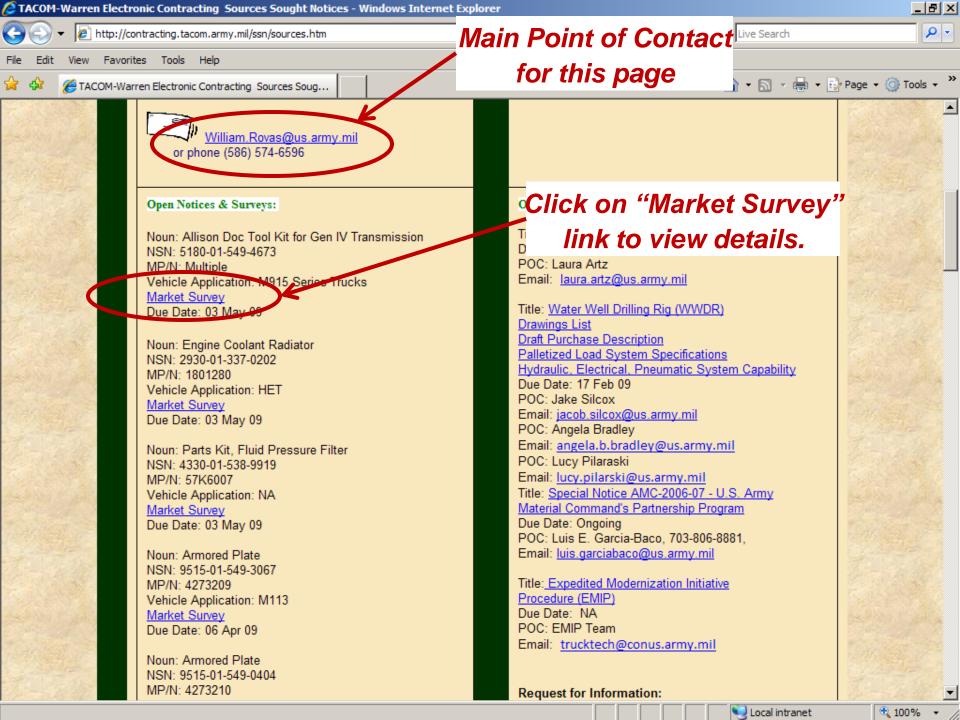
Local intranet

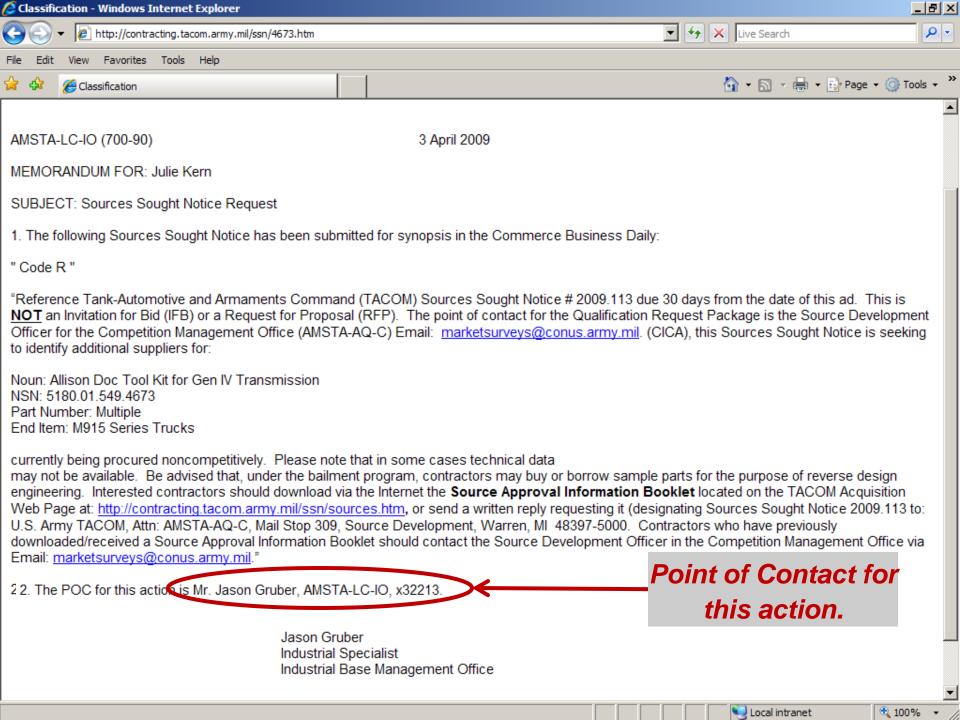
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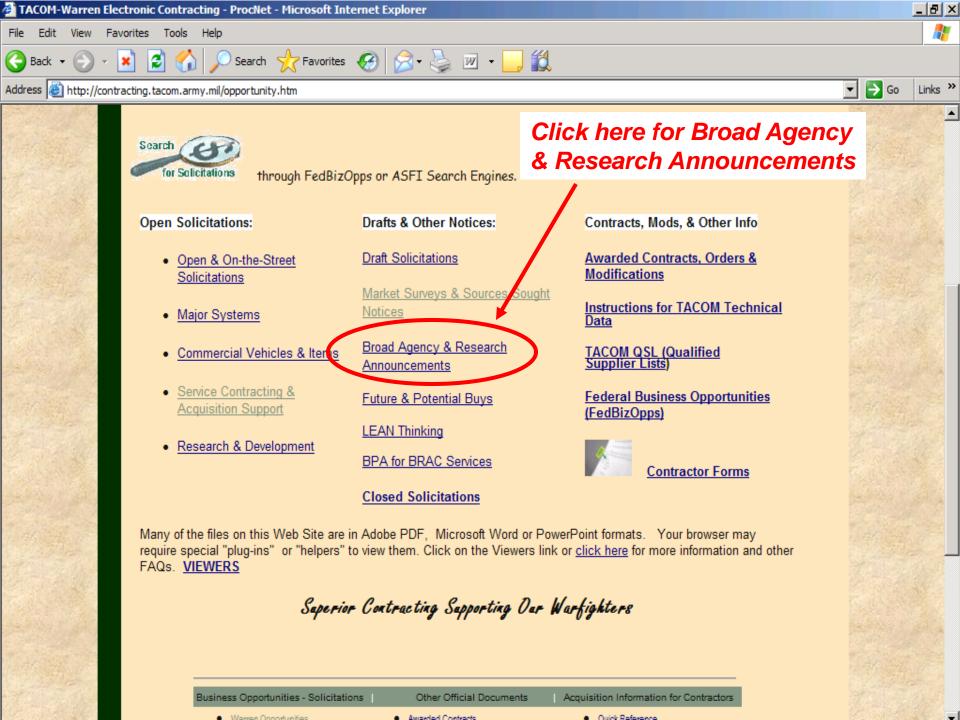


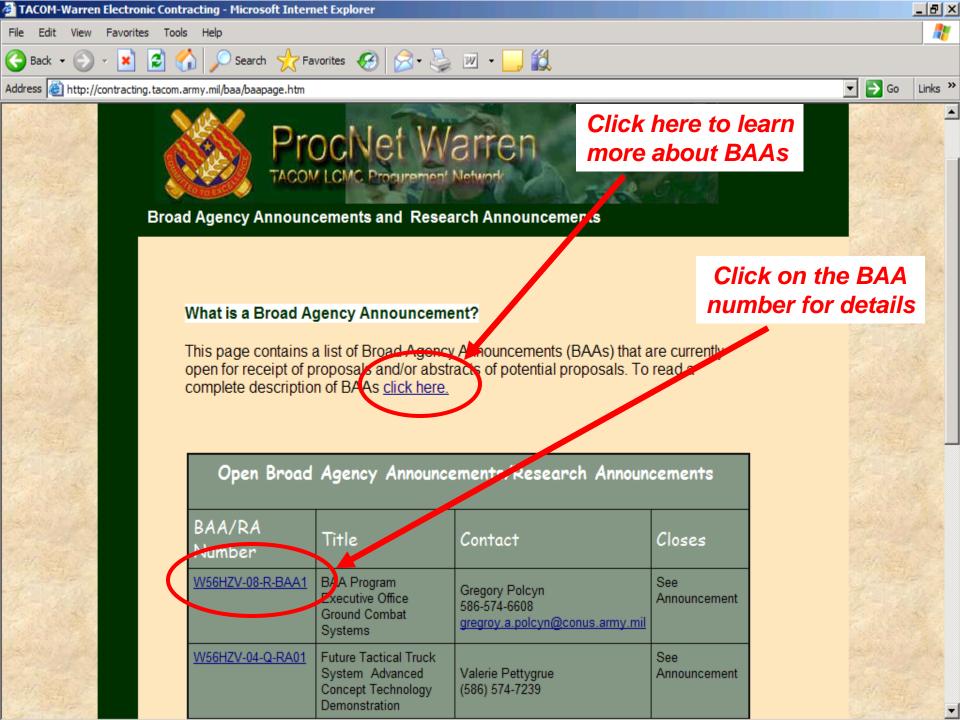


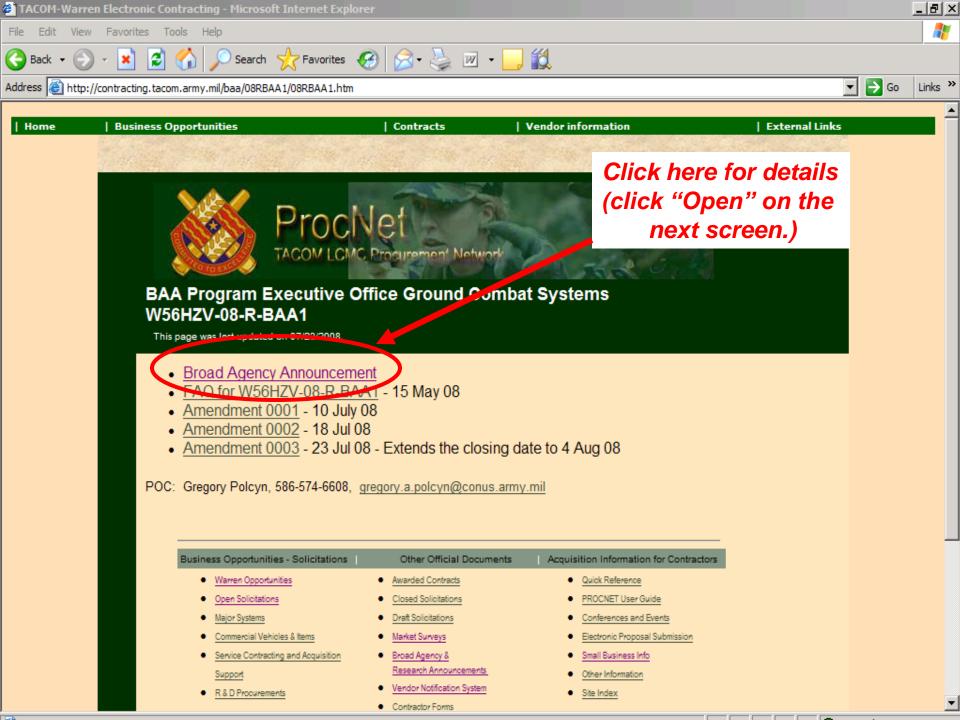


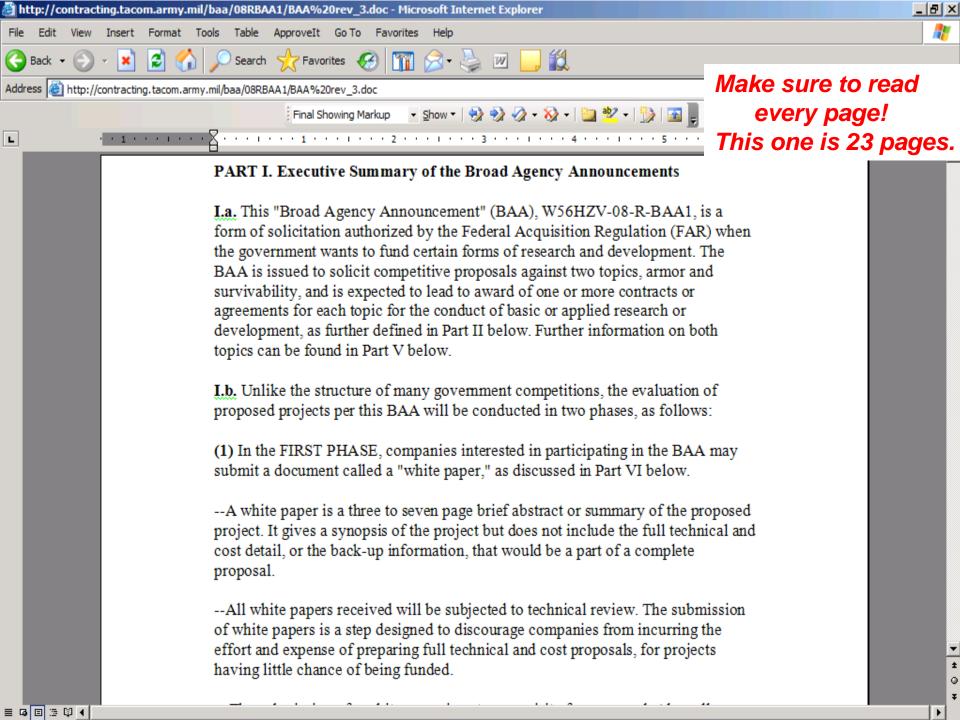












#### Common menu on every page.

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#### Small Business Information

#### Business Opportunities - Solicitations

#### Warren Opportunities

- Open Solicitations
- Major Systems
- Commercial Vehicles & Items
- Service Contracting and Acquisition
   Support
- R & D Procurements

#### Other Official Documents

- Awarded Contracts
   Closed Solicitations
- \_\_\_\_\_
- Draft Solicitations
- Market Surveys
- Broad Agency & Research Announcements
- Vendor Notification System
- Contractor Forms

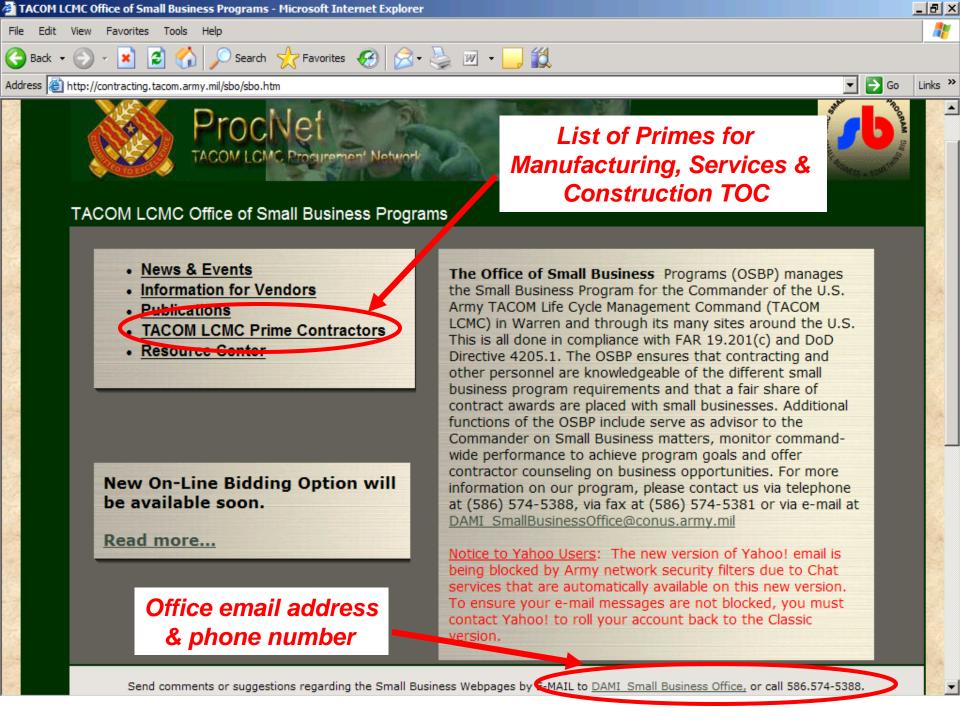
#### Acquisition Information for Contractor

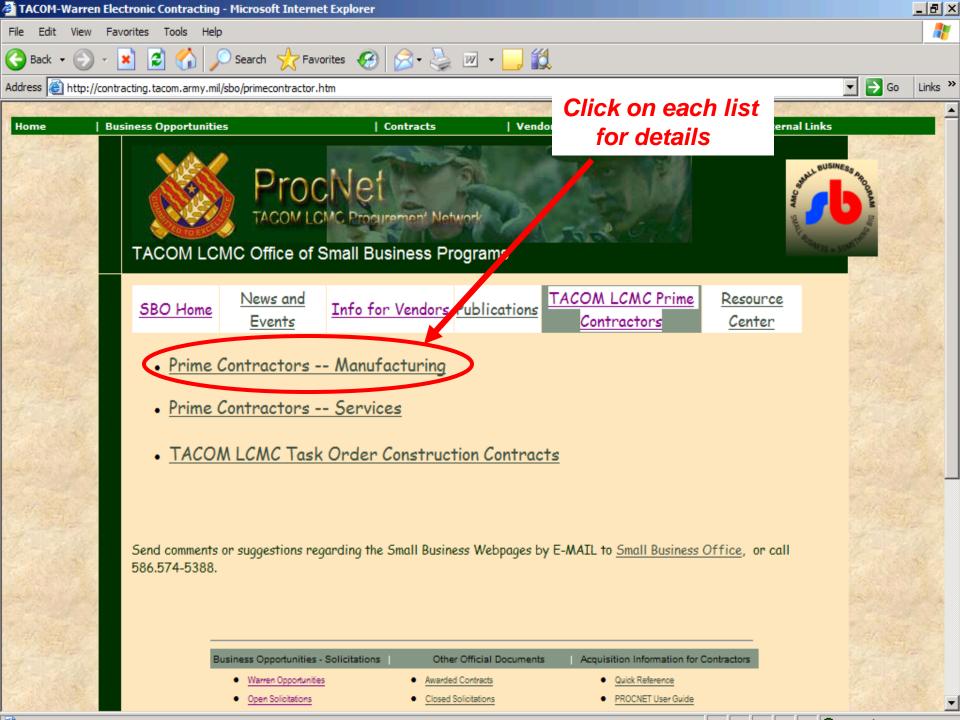
- Quick Reference
- PROCNET User Guide
- Conferences and Events
- Flactronic Proposal Submission
- Small Business Info
- Other Information
- Site Index

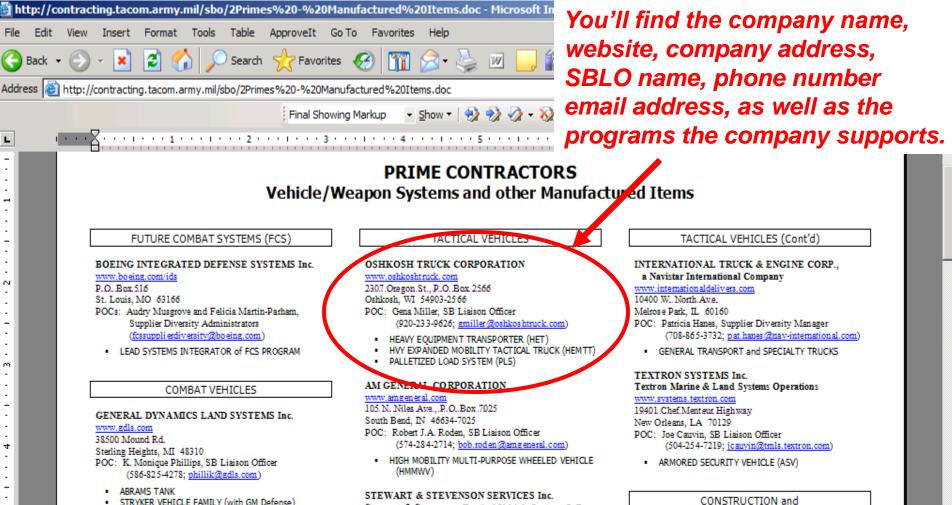
Send comments and suggestions regarding the TACOM Procurement Network Web Site via E-MAIL to <a href="DAML\_AcquisitionCenterWebPaqe@conus.army.mil">DAML\_AcquisitionCenterWebPaqe@conus.army.mil</a>

USA TACOM LCMC Acquisition Center ATTN: AMSTA-AQ-HMB Warren, MI 48397-5000

This page was last updated on Friday, June 27, 2008.







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5000 Interstate I-10 West, P.O. Box.330

POC: Bob Siefert, Manager of SB Programs

POC: Morgan Criswell, SB Liaison Officer

(713-867-1657; b.siefert@ssss.com)

FAMILY OF MEDIUM TACTICAL VEHICLES (FMTV)

FREIGHTLINER L.L.C., a DaimlerChrysler Company

(503-745-6984; mor gan criswell@freightliner.com)

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   FCS MANNED GROUND SYSTEMS (with BAE)
- BAE SYSTEMS LAND & ARMAMENTS L.P.

**Ground Systems Division** 

www.uniteddefense.com

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P.O. Box 15512

York, PA 17405-1512

POC: Barbara I. Knox, SB Development Administrator (717-225-8077; barbara.knox@baesystems.com)

- BRADLEY FIGHTING VEHICLE
- M113 VEHICLE FAMILY
- MIII3 VEHICLE PAMILI
- M88 HERCULES RECOVERY VEHICLE
- M9 ARMORED COMBAT EARTHMOVER (ACE)
- M109 PALADIN SELF-PROPELLED HOWITZER
- FIELD ARTILLERY AMMUNITION SUPPORT VEHICLE (FAASV)
- FCS MANNED GROUND SYSTEMS (with GDLS)
- M915/M916 TRUCK TRACTOR
   M917 DUMP TRUCK

www.ssss.com

Sealv. TX 77474

www.freightliner.com

Portland, OR 97217

47.47. North Channel Ave.

CONSTRUCTION and MATERIAL HANDLING VEHICLES

CATERPILLAR Inc.

P.O. Box 610

Mossville, IL 61552

POC: Rhonda Carter, SB Development Manager (309-578-7925; carter rhonda e@cat.com)

- DEPLOYABLE UNIVERSAL COMBAT EARTHMOVER (DEUCE)
- VIBRATORY ROLLER COMPACTOR
- D7 BULLDOZER



### **Tips for Contractors**



#### Develop a 1-2 page company "resume"

- Make clear what your size, socioeconomic status is
- Focus on **product over process**; define the specific items or services your firm can provide
- Describe how your company can distinguish itself (e.g., mention an accomplishment or two)

## Work with your PTAC (www.aptac-us.org)

## Pursue direct marketing opportunities

- DoD Conferences most are sponsored by the National Defense Industrial Association (www.ndia.org)
- Industry Days associated with specific TACOM solicitations; announced in ProcNet

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Watervliet	Beth Myers	(518) 266-5309

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TACOM LCMC's Small Business Homepage http://contracting.tacom.army.mil/sbo